

Message Text

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FOR COMMERCE/SIPS

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SUBJ : TRUCK SALE TO NIGERIAN ARMY-INSPECTION VISIT

REF: (ALL 1975) (A) LAGOS 9414, (B) STATE 235782

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SUMMARY: FOUR NIGERIAN ARMY OFFICERS PLAN DEPART LAGOS MAY 11 TO INSPECT INITIAL PRODUCTION LARGE ORDER VEHICLES AND BOOTS CONCLUDED EARLIER THIS YEAR. SIPS OR ANOTHER OFFICE REQUESTED ARRANGE ITINERARY IN CONSULTATION WITH COMPANIES INVOLVED AND NIGERIAN EMBASSY DEFENSE ATTACHE, WHICH ATTACHED ESCORT OFFICER TO EARLIER DELEGATION. END SUMMARY.

1. NIGERIAN ARMY COL. JIBRIL WILL HEAD FOUR-MAN TEAM DEPARTING LAGOS MAY 11 FOR U.S. TO INSPECT INITIAL PRODUCTION VARIETY VEHICLES ORDERED RECENTLY FROM MACK, FORD, AM GENERAL AND JEEP CORPORATION IN DOLLARS 160 MILLION DEAL. TEAM WILL ALSO INSPECT COMBAT BOOTS BEING PRODUCED BY GENESCO INC. COL. JIBRIL REPLACES COL. WAZARI, WHO WAS KNOWN TO FIRMS.

2. DUE SHORT LEAD TIME, COMPLEXITY OF TASK AND UNRELIABLE TELEX COMMUNICATIONS WITH INDIVIDUAL FIRMS EMBASSY REQUESTS SIPS OR ANOTHER APPROPRIATE OFFICE IN CONSULTATION WITH COMPANIES AND NIGERIAN EMBASSY DEFENSE ATTACHE OFFICE ARRANGE U.S. ITINERARY. DELEGATION WISHES MAKE AIRLINE RESERVATIONS AND PURCHASE TICKETS

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IN LAGOS AS MUCH AS POSSIBLE. COL. JIBRIL SAYS GROUP WILL, AS

USUAL, TRAVEL VIA LONDON, IMPLYING MAY 12 ARRIVAL DULLES VIA PAN AM 107, BUT HE WILL PROVIDE DETAILS SHORTLY. ASIDE FROM VIEWING PRODUCTS, COMPANIES WILL DESIRE TIME TO NEGOTIATE NEW CONTRACTS (STOCKINGS BY GENESCO), DISCUSS PROBLEMS (LETTER OF CREDIT FOR JEEP) OR NEW ARMY REQUEST FOR VEHICLE SERVICING FACILITIES NIGERIA BEING SENT SEPTTEL (MACK, FORD AND AM GENERAL). ALSO, TWO OR MORE DIFFERENT LOCATIONS MAY BE INVOLVED FOR ALL EXCEPT MACK. UNLESS COMPANIES HAVE BETTER IDEA, ONLY WORKABLE METHOD MAY BE TO HAVE EACH COMPANY TAKE CHARGE OF GROUP IN TURN, HANDLE THEIR LODGING AND TRANSPORTATION AND USE COMPANY TRANSPORT WHENEVER POSSIBLE.

3. RESPONSIBLE OFFICIALS IN SOME COMPANIES SEEM TO CHANGE FREQUENTLY. LATEST CONTACTS KNOWN TO EMBASSY AND SPECIAL CIRCUMSTANCES EACH COMPANY FOLLOWS:

A. NIGERIAN EMBASSY DEFENSE ATTACHE OFFICE. ASSISTANT ATTACHE, LT. COL. WALBE, JOINED LAST FALLS PURCHASING DELEGATION AS ESCORT OFFICER(STATE 242018).

B. MACK TRUCKS INC., FRANC
WRIG T, VICE PRESIDENT, ALLENTOWN

PA., TELEPHONE 215 439-2589. MACK PICKED UP LAST FALLS DELEGATION AT DULLES ON ARRIVAL. MACK IS ONE OF THREE FIRMS ARMY IS REQUESTING ESTABLISH SERVICING FACILITY HERE.

C. GENESCO INC.(COMBAT BOOTS), WILLIAM KEATON, GENESCO, 111 SEVENTH AVENUE, NASHVILLE, TENNESSEE (WE LACK TELEPHONE NUMBER). BOOTS THEMSELVES MAY BE PRODUCED IN HUNTSVILLE, ALA. JIBRIL INTENDS NEGOTIATE STOCKINGS CONTRACT IN NASHVILLE. SINCE PRODUCTION RUN IMMINENT OR ALREADY UNDER WAY, TEAM SHOULD VISIT GENESCO EARLY.

D. FORD, WALTER G. CURTIS, FORD EXPORT CORP., WIXOM, MICHIGAN, TELEPHONE 313 349-2400. CURTIS TELEX MARCH 26 LISTED POSSIBLE STOPS LOUISVILLE, LORAIN (OHIO), KANSAS, TORONTO AREA, DETROIT, UNCLASSIFIED

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ONEONTA (NEW YORK), MAHWAH (NEW JERSEY). THIS INDICATES FORD COMPANY PLANE NEEDED THIS PORTION. ALSO, FORD BEING ASKED ESTABLISH SERVICING FACILITY HERE, WHICH WILL REQUIRE TIME FOR DISCUSSION.

E. AMERICAN MOTORS GENERAL, CRUSE W. MOSS, PRESIDENT, 32500 VAN VORN ROAD, WAYNE, MICHIGAN. TO TELEPHONE TRY 810 242-6966, ONLY NUMBER ON FILE. PLANT IN SOUTH BEND, INDIANA. AM GENERAL ALSO

BEING ASKED ESTABLISH SERVICING FACILITY HERE.

F. JEEP, PAUL HARDY, REGIONAL SALES MANAGER, AMERICAN MOTORS CORP. OR JEEP CORPORATION, 14250 PLYMOUTH ROAD, DETROIT. WE LACK TELEPHONE NUMBER(OBTAIN FROM INFORMATION OR FROM MOSS ABOVE). JEEP HAS NOT YET RECEIVED LETTER OF CREDIT SO HAS NOT EVEN SCHEDULED PRODUCTION. CAN COME AT END OF ITINERARY OR MIGHT COMBINE WITH AM GENERAL.

4. FIELD KITCHENS: IF ANY OF ABOVE PRODUCE MILITARY FIELD KITCHENS THEY MAY WISH DISCUSS WITH GROUP. THERE SOME INTEREST IN KITCHENS BUT ARMY NOT RPT NOT PREPARED BUY NOW, POSSIBLY DUE BUDGET PROBLEMS. FILE INDICATES NAPCO INDUSTRIES, 1600 SECOND STREET, HOPKINS, MINNESOTA, PRODUCES FIELD KITCHENS. MIGHT DISCUSS POSSIBILITY WITH FRANCIS ABRINO THERE, CAUTIONING THAT NO SALE SEEMS IMMINENT.

5. GENERAL MOTORS: GM DROPPED THE BALL LAST FALL AND GOT ORGANIZED TOO LATE TO COMPETE FOR THIS ORDER. IT MAY WISH TO SEE VISITORS ALTHOUGH WE KNOW OF NO RPT NO SPECIFIC SALES OPPORTUNITIES PRESENTLY. INITIAL GM CONTACTS WOULD BE HEFELE OR HARPER, GM OVERSEAS, NEW YORK.
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